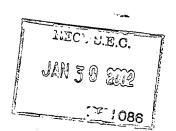




### SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549



Report of Foreign Issuer

Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934 1-14240

For the month of January 2002.

Scania AB

SE-151 87 Södertälje Sweden PROCESSED
FEB 1 3 2002
P THOMSON

Indicate by check mark whether the registrant files or will file annually under cover of Form 20-F or Form 40-F.

Form 20-F X Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes \_\_\_ No \_X\_

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-.....

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized

By: ...

Date: January 28, 2002

Name: Peter Härnwall

Title: Senior Vice President

Corporate Control





"After the unsatisfactory 2001, our measures to adjust production to lower global demand, structural changes related to cab production and buses as well as stricter prices will gradually show their effect during this year," says Leif Östling, President and CEO.

| 2001 IN BRIEF  |         | Full year |        | 01             | For     | urth quarte | <u>ə</u> r |
|--|---------|-----------|--------|----------------|---------|-------------|------------|
| Units  | USD m.* | 2001      | 2000   | Change<br>in % | USD m.* | 2001        | 2000       |
| Trucks and buses   |         |           |        |                |         |             |            |
| - Order bookings   |         | 48,719    | 55,565 | -12            | 4       | 12,835      | 14,845     |
| - Sales  | ·       | 48,331    | 56,492 | -14            |         | 13,166      | 17,076     |
| Sales and earnings <sup>1</sup><br>SEK m. unless otherwise<br>stated             |         |           |        |                |         |             |            |
| Sales  | 4,974   | 53,065    | 51,398 | 3              | 1,422   | 15,165      | 15,195     |
| Operating income   | 231     | 2,467     | 5,084  | -51            | 43      | 463         | 2,027      |
| Income after financial items   | 144     | 1,541     | 4,454  | -65            | 2       | 17          | 1,866      |
| Net income   | 98      | 1,048     | 3,080  | -66            | 1       | 11          | 1,289      |
| Operating margin,<br>Scania Group, percent                                       |         | 4.6       | 9.9    |                |         | 3.1         | 13.3       |
| Operating margin,<br>Scania products <sup>2</sup> , percent                      |         | 5.0       | 10.7   |                |         | 3.2         | 13.9       |
| Return on equity, percent  |         | 6.5       | 21.6   |                |         |             |            |
| Return on capital employed,<br>excluding customer finance<br>operations, percent |         | 8.4       | 19.7   |                |         |             |            |
| Earnings per share, SEK  | 0.49    | 5.24      | 15.40  |                | 0.00    | 0.05        | 6.45       |
| Cash flow before acquisitions  | 281     | 2,995     | 3,014  |                | 58      | 619         | 113        |
| Number of employees, 31 Dec.   |         | 28,342    | 27,366 |                |         |             |            |

Number of shares: 200 million

Proposed dividend for 2001: SEK 3.50 per share (7.00).

Unless otherwise stated, all comparisons in brackets refer to the same period of last year. This report is also available at <a href="https://www.scania.com">www.scania.com</a>

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<sup>\*</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

<sup>&</sup>lt;sup>1</sup>Beginning with 2001, the Scania Group is applying recommendation RR 11 of the Swedish Financial Accounting Standards Council on revenue recognition. See page 6.

<sup>&</sup>lt;sup>2</sup>Trucks, buses, engines and service-related products.

### SCANIA YEAR-END REPORT - JANUARY - DECEMBER 2001

### SCANIA IN 2001 - COMMENTS BY THE PRESIDENT AND CEO

"In 2001 the Group showed an operating income of SEK 2,356 m. for Scania products. Weak economic trends in Scania's largest markets resulted in lower transport service needs, which caused truck sales to fall during the year. Sales of service-related products rose and growth continued in our customer finance operations, with a further improvement in earnings. To summarise, it has been a troublesome year, with diminished volume and lower operating income, mainly in Latin America," Leif Östling notes.

"The total market in western Europe began to fall after three years of growth. Measured as the number of registrations, the market shrank by 4 percent to about 235,000 heavy trucks. In terms of order bookings, demand shrank considerably more. Due to the increased flexibility of Scania's production system in recent years, we were able to deliver a record volume in 2000, while maintaining short delivery times. As a result, in 2000 we enjoyed a market share of 15.6 percent. In 2001 our market share fell to 13.5 percent, since a number of competitors registered many trucks ordered from them in 2000 only during 2001 and we abstained from a number of transactions — mainly related to trucks with lower specifications for large fleets — where the price levels had become too low.

"Due to weak economic growth in western Europe, demand for heavy trucks may fall to between 180,000 and 190,000 this year. Scania is continuously adjusting its production capacity to order bookings. About 1,200 employees, most of them on short-term contracts, have left Scania's European production system since the end of 2000. This year, about 500 additional short-term contracts will not be renewed, among other things since cab production is being concentrated at Oskarshamn, Sweden.

"In Latin America and especially in Argentina, the year was characterised by major economic problems. We have taken steps to improve profitability. In Brazil we are raising prices to compensate for the unfavourable currency rate developments that have occurred. Meanwhile we are implementing cost reductions, mainly in the form of a cutback of about 250 persons and an increase in the share of purchases from national suppliers. In Argentina, we are adjusting our operations to changed and highly uncertain conditions, among other things through cutbacks in the number of employees. Despite the prevailing uncertainty, it is our ambition to return to profitability in Latin America as early as possible.

"We are restructuring our European bus and coach operations in order to improve profitability. All development work, purchasing, marketing and bus chassis production is being moved to Södertälje in order to benefit from co-ordination with trucks. In nearby Katrineholm, Scania is concentrating its development and production of bus bodies in a separate company.

"We continued to strengthen our service and distribution network. In January 2001 we bought the remaining 50 percent of the outstanding shares in Beers, our distributor in the Netherlands, as well as two Brazilian sales and service companies.

"After the disappointing 2001, our measures to adjust production to lower global demand, structural changes related to cab production and buses, as well as stricter prices will gradually show their effect during this year," Mr Östling concludes.



### THE MARKET

Economic activity slowed in western Europe, and as a result, so did growth in demand for transport services. Measured as registrations, the total market for heavy trucks shrank by 4 percent to about 235,000 (244,000) units. The decline in order bookings was considerably larger, since more than 6 months often pass between the date when a customer orders a heavy truck and when it is registered. Prices were depressed, especially in the case of more standardised trucks that are mainly bought by large fleets.

Scania's order bookings gradually slowed during 2001.

In central and eastern Europe, economic growth continued, which led to an increase in Scania's order bookings in these markets.

Scania's market share was 13.5 (15.6) percent in western Europe. During the record year 2000, Scania managed to maintain its short delivery times and not increase its order backlog. These Scania trucks were registered late in 2000. A number of competitors had longer delivery times and registered their trucks during 2001. Meanwhile Scania abstained from a number of transactions with excessively low prices.

Uncertainty increased in the Latin American economies. Volume declined, mainly in Argentina, where the demand for trucks came to a halt during the final months of the year. Scania's market share in Brazil was 29.2 (29.7) percent.

The demand for buses and coaches is not as closely tied to the rate of economic growth. Bus deliveries increased mainly to markets in Asia and Africa. In Latin American operations, bus volume was at about the same level as in 2000.

Sales of industrial and marine engines rose sharply, mainly in Brazil as a consequence of electricity rationing during the second half. Scania sold a total of 4,672 (3,303) engines.

# Number of Scania truck registrations, January-December

| •               | 2001   | 2000   | Change in % |
|-----------------|--------|--------|-------------|
| Brazil          | 5,266  | 5,153  | 2.2         |
| Great Britain   | 5,137  | 6,743  | -23.8       |
| France          | 4,281  | 4,963  | -13.7       |
| Germany         | 4,246  | 5,793  | -26.7       |
| Italy           | 3,304  | 3,356  | -1.5        |
| Spain           | 3,176  | 3,646  | -12.9       |
| The Netherlands | 2,410  | 3,150  | -23.5       |
| Sweden          | 2,040  | 2,358  | -13.5       |
| Belgium         | 1,461  | 1,556  | -6.1        |
| Denmark         | 1,094  | 1,096  | -0.2        |
| Western Europe  | 31,787 | 37,906 | -16.1       |

### Scania's market shares, January-December, percent

|                 | 2001 | 2000 |  |
|-----------------|------|------|--|
| Brazil          | 29.2 | 29.7 |  |
| Great Britain   | 15.5 | 20.7 |  |
| France          | 9.3  | 10.5 |  |
| Germany         | 8.3  | 10.1 |  |
| Italy           | 13.5 | 13.1 |  |
| Spain           | 12.1 | 14.4 |  |
| The Netherlands | 17.6 | 22.4 |  |
| Sweden          | 47.9 | 50.4 |  |
| Belgium         | 17.4 | 18.6 |  |
| Denmark         | 28.4 | 28.1 |  |
| Western Europe  | 13.5 | 15.6 |  |

### **SALES**

Scania Group **unit sales** during the year included 43,659 (52,318) trucks, which was a decline of 17 percent. Bus and coach sales totalled 4,672 (4,174) units, an increase of 12 percent. During the fourth quarter, deliveries fell by 23 percent to 13,166 vehicles.

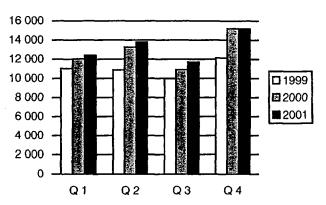
Sales in monetary terms rose by 3 percent to SEK 53,065 m. (51,398), of which SEK 15,165 m. (15,195) during the fourth quarter. During the year, Group sales were positively influenced by net currency rate effects of about SEK 2,840 m., including hedging. The effect of acquisitions totalled SEK 1,327 m. Sales of Scania products rose by 6 percent during the year. Excluding acquisitions, the increase amounted to 3 percent.

Sales of **service-related products** rose by 27 percent to SEK 10,279 m. (8,113). Excluding the effects of acquisitions, the increase totalled about 14 percent.

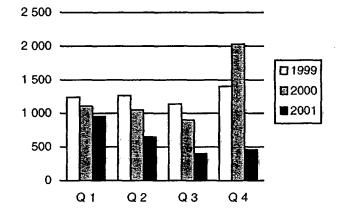
### **EARNINGS**

The Scania Group's **operating income** amounted to SEK 2,467 m. (5,084), equivalent to a margin of 4.6 (9.9) percent. The operating margin for Scania products amounted to 5.0 (10.7) percent. **During the fourth quarter**, the Scania Group's operating

SALES (SEK m.)



OPERATING INCOME (SEK m.)



income was SEK 463 m. (2,027), equivalent to a margin of 3.1 (13.3) percent. For Scania products, the operating margin was 3.2 (13.9) percent during the fourth quarter.

Operating income for European operations<sup>3</sup> fell by 36 percent to SEK 2,979 m. (4,621) during the year, due to

- Lower vehicle volume and accompanying lower capacity utilisation
- Increased product costs, including development expenses, as well as the introduction of new products and systems
- Expenses of SEK 160 m. to reduce the number of employees, of which SEK 35 m. during the fourth quarter.

Compared to the preceding year, earnings were favourably influenced by:

- · Continued larger sales of service-related products
- Positive net currency rate effects of about SEK 700 m.
- Higher average revenue per truck, due to a larger share of trucks with higher specifications.

In European operations, **fourth quarter operating income** was adversely affected mainly by the lower number of vehicles sold and by higher development expenses. This was partly offset by increased sales of service-related products, an improved currency rate situation and higher revenue per vehicle.

Operating income in Latin American operations during 2001 as a whole amounted to SEK -901 m. (9). Operating income gradually worsened during the year, and during the fourth quarter it amounted to SEK -425 m. (157). In Brazil, increased local prices could not offset increased costs. Earnings were

also affected by substantially lower volume in Argentina. To counteract this, Scania is carrying out major price increases in Brazil as well as personnel cutbacks of about 350 employees in Latin American operations. Due to the personnel cutbacks, SEK 125 m. is being charged to fourth quarter earnings.

Earnings in European **customer finance operations** rose to SEK 278 m. (179) due to somewhat higher volume, including SEK 17 m. contributed by the integration of the customer finance operation of Beers. **The customer finance portfolio** grew by 35 percent during the year to SEK 25,091 m. (18,522), of which SEK 3,016 m. was attributable to the acquisition of Beers.

Operating income in car operations<sup>4</sup> fell to SEK 111 m. (275), mainly due to lower volume. Svenska Volkswagen's market share amounted to 18.7 (22.3) percent for cars and 22.8 (37.6) percent for light transport vehicles.

**Net financial items** totalled SEK -926 m. (-630). The detoriation in net financial items was essentially attributable to increased interest rates in Latin America. During the fourth quarter, net financial items deteriorated due to continued higher interest rates in Argentina as well as an adverse currency rate effect when the Brazilian currency strengthened.

The Scania Group's **tax expenses** were equivalent to 32.2 (30.8) percent of income after financial items. The increase was explained by changes in the geographic distribution of earnings.

### **CASH FLOW**

Scania's **cash flow**, excluding customer finance operations and acquisitions, amounted to SEK 2,995 m. (3,014) and SEK 619 m. (113) during the fourth quarter.

Cash from operating activities amounted to SEK 2,978 m.

**Tied-up working capital** fell by SEK 1,895 m. The adjustment to lower volume freed up working capital, in local currencies, related to both receivables and inventories.

Net investments excluding acquisitions of companies totalled SEK 1,878 m. (1,521). Including acquisitions, investments amounted to SEK 2,807 m. (1,978).

### **MISCELLANEOUS**

The Group's gross investments totalled SEK 1,961 m. (1,815).

### Number of employees

In the European production system, the number of employees declined as planned. In the European marketing organisation, the number of employees rose, mainly in the service sector and in developing markets. In Latin American operations, about 350 persons will leave the company during the first half of 2002 due to measures that have now been approved.

The total number of employees at year-end was 28,342 (27,366). The increase due to acquisitions was 1,566 persons.

### Svenska Volkswagen

Scania and Volkswagen AG in Germany have reached agreement that Volkswagen will acquire Scania's fifty percent holding in Svenska Volkswagen AB. The purchase price is SEK 870 m. and will give Scania an estimated capital gain of SEK 250 m., which will be included in earnings during the first quarter of 2002.

### Changes in accounting principles

Beginning with 2001, Scania is applying the new recommendation RR 11 of the Swedish Financial Accounting Standards Council concerning revenue recognition. This means that revenues on "operating leases" as well as on other sales with repurchase obligations are reported successively over the life of the lease instead of being reported at the time of delivery, as previously. As a consequence of this, the equivalent assets remain in Scania's balance sheet exclusive of customer financing. Payments received are reported there as prepaid income.

In the income statement, Scania is reporting indirect expenses related to service workshops and parts management as well as warranty expenses in marketing companies under "Cost of goods sold" instead of under "Selling expenses" as previously.

The comparative periods have been adjusted to reflect the above-mentioned changes.

Scania is applying the same accounting principles as in 2000, except for the above-mentioned changes. This report follows recommendation RR 20 of the Swedish Financial Accounting Standards Council concerning interim reporting.

Beginning with the first quarter of 2002, Scania will be applying recommendation RR 15 of the Swedish Financial Accounting Standards Council, related to intangible assets. This means that a certain portion of Scania's Group-wide R&D expenditures will be recognised as assets and amortised over its useful life.

### **Annual General Meeting**

The Annual General Meeting of Shareholders will be held at 3 p.m. on Tuesday, 7 May 2002 at Konferenshuset, Södertälje, Sweden. The proposed dividend for the year 2001 is SEK 3.50 (7.00) per share, with 13 May 2002 as the record date.

Södertälje, 28 January 2002

LEIF ÖSTLING
President and CEO

This Year-end Report has not been subjected to special review by the company's auditors.

### Financial information from Scania

Scania's next quarterly report, the first quarter report, will be published on 22 April, 2002.

Publication of the Annual Report for 2001 is expected during the second week of April 2002. The Annual Report will be available to the public at Scania's Head Office in Södertälje.

This report contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Such forward-looking statements involve risks and uncertainties that could significantly alter potential results. These statements are based on certain assumptions, including assumptions related to general economic and financial conditions in the company's markets and the level of demand for the company's products.

This report does not imply that the company has undertaken to revise these forward-looking statements, beyond what is required under the company's registration contract with Stockholmsbörsen (formerly the OM Stockholm Stock Exchange) if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

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Joanna Daugaard, Investor Relations

tel. +46-8 5538 3716, mobile tel. +46-70 518 3716 Earnings by area of operations

| Amounts in SEK m.                    |         |        |        | Change  |
|--------------------------------------|---------|--------|--------|---------|
| unless otherwise stated              | USD m.* | 2001   | 2000   | in %    |
| Number of trucks and buses delivered |         |        |        |         |
| European operations                  |         | 40,626 | 47,867 | -15     |
| Latin American operations            |         | 7,705  | 8,625  | -11     |
| Total Scania vehicles delivered      |         | 48,331 | 56,492 | -14     |
| Sales                                |         |        |        |         |
| European operations                  | 3,984   | 42,496 | 40,097 | 6       |
| Latin American operations            | 544     | 5,806  | 6,104  | -5      |
| Less intra-Group sales               | -102    | -1,089 | -1,461 | -25     |
| Total Scania products                | 4,426   | 47,213 | 44,740 | 6       |
| Car operations⁵                      | 548     | 5,852  | 6,658  | -12_    |
| Scania Group total                   | 4,974   | 53,065 | 51,398 | 3       |
| Operating income                     |         |        |        |         |
| European operations                  | 279     | 2,979  | 4,621  | -36     |
| Latin American operations            | -84     | -901   | 9      | -10,111 |
| Customer finance operations          | 26      | 278    | 179    | 55_     |
| Total Scania products                | 221     | 2,356  | 4,809  | -51     |
| Car operations <sup>6</sup>          | 10      | 111    | 275    | -60     |
| Scania Group total                   | 231     | 2,467  | 5,084  | -51     |
| Operating margin in percent          |         |        |        |         |
| European operations                  |         | 7.0    | 11.5   |         |
| Latin American operations            |         | -15.5  | 0.1    |         |
| Total Scania products                | •       | 5.0    | 10.7   |         |
| Car operations                       |         | 1.9    | 4.1    |         |
| Scania Group total                   |         | 4.6    | 9.9    |         |

Sales include the wholly owned portion of the Swedish dealership network for Svenska Volkswagen products, Din Bil, plus a car dealership network in Finland and Switzerland. Sales of Svenska Volkswagen products totalled SEK 4,755 m. (5.539).

<sup>&</sup>lt;sup>6</sup> Aside from wholly-owned businesses, this included operating income from the half-owned importing business Svenska Volkswagen Group.

<sup>\*</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

Sales by product category

| Amounts in SEK m.        |           |        |        | Change |
|--------------------------|-----------|--------|--------|--------|
| unless otherwise stated  | USD m.*   | 2001   | 2000   | in %   |
| Trucks                   | 2,731     | 29,139 | 31,101 | -6     |
| Buses                    | 441       | 4,701  | 3,704  | 27     |
| Engines                  | <i>57</i> | 608    | 437    | 39     |
| Service-related products | 964       | 10,279 | 8,113  | 27     |
| Used vehicles etc.       | 410       | 4,370  | 3,810  | 15     |
| Revenue deferral         | -177      | -1,884 | -2,425 |        |
| Total Scania products    | 4,426     | 47,213 | 44,740 | 6      |
| Car operations           | 548       | 5,852  | 6,658  | -12    |
| Total                    | 4,974     | 53,065 | 51,398 | 3      |

<sup>&</sup>lt;sup>7</sup> Refers to the difference between sales recognised as revenues and sales value based on deliveries.

<sup>\*</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

### Income statement

| Amounts in SEK m.  |         | Full year |         | Change | Q       | 4       |
|--|---------|-----------|---------|--------|---------|---------|
| unless otherwise stated  | USD m.* | 2001      | 2000    | in %   | 2001    | 2000    |
| Sales <sup>9</sup>   | 4,974   | 53,065    | 51,398  | 3      | 15,165  | 15,195  |
| Cost of goods sold10   | -3,993  | -42,601   | -40,061 | 6      | -12,400 | -11,620 |
| Gross income <sup>9</sup>  | 981     | 10,464    | 11,337  | -8     | 2,765   | 3,575   |
| Research and development   |         |           |         |        |         |         |
| expenses   | -183    | -1,955    | -1,621  | 21     | -548    | -467    |
| Selling expenses <sup>9,10</sup>   | -524    | -5,594    | -4,312  | 30     | -1,655  | -1,045  |
| Administrative expenses <sup>11</sup>                                      | -74     | -785      | -856    | -8     | -171    | -227    |
| Income from Customer finance   |         |           |         |        |         |         |
| operations <sup>9</sup>  | 26      | 278       | 179     | 55     | 55      | 53      |
| Share of income of Associated  |         |           |         |        | •       |         |
| companies <sup>9</sup>   | 5       | 59        | 357     | -83    | 17      | 138     |
| Operating income <sup>8,9</sup>  | 231     | 2,467     | 5,084   | -51    | 463     | 2,027   |
| Financial income and expenses  | 87      | -926      | -630    | 47     | -446    | -161    |
| Income after financial items   | 144     | 1,541     | 4,454   | -65    | 17      | 1,866   |
| Taxes  | -46     | -496      | -1,371  | -64    | -9      | -576    |
| Minority interests   |         | 3         | -3      | -200   | 3       | -1      |
| Net income   | 98      | 1,048     | 3,080   | -66    | 11      | 1,289   |
| Number of shares: 200 million  |         | •         |         |        |         |         |
| Operating margin, percent  |         | 4.6       | 9.9     |        | 3.1     | 13.3    |
| Return on equity, percent  |         | 6.5       | 21.6    |        |         |         |
| Return on capital employed, excluding customer finance operations, percent |         | 8.4       | 19.7    |        |         |         |
| Return on capital employed, percent  |         | 5.6       | 13.2    |        |         |         |
| Earnings per share, SEK  | 0.49    | 5.24      | 15.40   |        | 0.05    | 6.45    |
| fincludes depreciation of  | 202     | -2,157    | -2,043  |        | -562    | -495    |

<sup>&</sup>lt;sup>8</sup> Acquired and divested companies increased "Sales" by SEK 1,327 m., "Gross income" by SEK 368 m., "Selling expenses" by SEK 319 m. and "Income from customer finance operations" by SEK 17 m. "Share of income in associated companies" decreased by SEK 182 m. "Operating income" was negatively impacted by SEK 115 m.

Administrative expenses: Defined as Group-wide costs for management and for the staff units in European and Latin American operations.

Selling expenses: Defined as selling expenses, including goodwill, in commercial companies and costs of central commercial-related resources. Beginning in the first quarter of 2001, Scania is reporting indirect expenses related to service workshops and parts management as well as warranty expenses in marketing under "Cost of goods sold" instead of among "Selling expenses" as previously.

<sup>\*</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

| nings by quarter         |         |                   |        |                |            |        |           |        |         |        |         |
|--------------------------|---------|-------------------|--------|----------------|------------|--------|-----------|--------|---------|--------|---------|
| of STEK B                |         |                   | 2001   |                |            | :      |           |        | 2000    |        |         |
| ss otherwise stated      | USD m.* | Full year         | Q4     | ဗ              | <b>Q</b> 2 | ٥      | Full year | 90     | 03      | 025    | ā       |
| S                        | 700 6   | 40 496            | 12 304 | 9 182          | 10.909     | 10.101 | 40,097    | 12,043 | 8,142   | 10,372 | 9,540   |
| pean operations          | 5,304   | 12,130<br>7,806   | 1589   | 1 387          | 1.570      | 1.260  | 6,104     | 1,944  | 1,619   | 1,421  | 1,120   |
| American operations      | -102    | -1.089            | -259   | -275           | -276       | -279   | -1,461    | -303   | -436    | -417   | -305    |
| Intra-Group sales        | 4.426   | 47.213            | 13,634 | 10,294         | 12,203     | 11,082 | 44,740    | 13,684 | 9,325   | 11,376 | 10,355  |
| operations               | 548     | 5,852             | 1,531  | 1,413          | 1,585      | 1,323  | 6,658     | 1,511  | 1,581   | 1,871  | 1,695   |
| nia Group total          | 4,974   | 53,065            | 15,165 | 11,707         | 13,788     | 12,405 | 51,398    | 15,195 | 10,906  | 13,247 | 12,050  |
| rating income            |         |                   |        |                | 1          | •      | 7         | 7      | 704     | 4      | 1 1 2 2 |
| pean operations          | 279     | 2,979             | 802    | 514            | 699        | 994    | 4,621     | 1,094  | - u     | 500,-  |         |
| American operations      | -84     | -901              | -425   | -211           | -144       | -121   | တ         | 157    | S<br>S  | ဂ ်    | 771-    |
| tomer finance operations | 26      | 278               | 55     | 8              | 72         | 20     | 179       | 23     | 46      | 45     | 88      |
| Coonin producte          | 221     | 2.356             | 432    | 384            | 597        | 943    | 4,809     | 1,904  | 872     | 984    | 1,049   |
| n ocarina products       | 10      | 111               | 31     | 18             | 53         | 6      | 275       | 123    | 53      | 67     | 56      |
| nia Group total          | 231     | 2.467             | 463    | 402            | 650        | 952    | 5,084     | 2,027  | 901     | 1,051  | 1,105   |
| ma offer fixonoicl items | 144     | 1 541             | 17     | 298            | 407        | 819    | 4,454     | 1,866  | 742     | 891    | 955     |
| income                   | 86      | 1,048             | =      | 199            | 265        | 573    | 3,080     | 1,289  | 514     | 616    | 661     |
| nings per share, SEK     | 0.49    | 5,24              | 0.05   | 0,99           | 1.33       | 2.87   | 15.40     | 6.45   | 2.57    | 3.08   | 3.31    |
| erating margin, percent  |         | 7.0               | G.     | r.             | 6.1        | 86     | 11.5      | 14.1   | 9.7     | 9.7    | 11.9    |
| opean operations         |         | 5. 7.<br>R. R. R. | -26.7  | -15.2          | -9.2       | 9.6-   | 0.1       | 8.1    | 2.2     | -4.3   | -10.9   |
| n American operations    |         | 200               | 3.2    | 3.7            | 4.9        | 8.5    | 10.7      | 13.9   | 9.4     | 8.6    | 10.1    |
| al Scania products       |         | . <del>.</del>    | 2.0    | . <del>L</del> | 3.3        | 0.7    | 4.1       | 8.1    | 1.8     | 3.6    | 3.3     |
| inia Group total         |         | 4.6               | 3.1    | 3.4            | 4.7        | 7.7    | 6.6       | 13.3   | &<br>.0 | 7.9    | 9.5     |

anslated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

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ts by quarter

| Q4         Q3         Q2         Q1         Full year         Q4           8,046         6,105         8,125         7,882         36,959         9,448           713         731         770         611         2,413         593           1,420         1,400         1,657         1,745         6,731         2,152           975         478         960         911         3,625         787           367         225         391         405         1,328         489           11,521         8,939         11,903         11,554         51,056         13,469           507         225         391         405         1,328         489           1,521         8,939         11,903         11,554         51,056         13,469           7,872         6,353         8,205         7,986         38,476         10,882           964         526         437         2,287         87           452         326         437         2,163         1,506           11,767         9,166         11,833         10,893         52,318         15,907           501         326         637         386   | er bookings, trucks    |           |        |       |        |        |           |        |        |        |        |
|--|------------------------|-----------|--------|-------|--------|--------|-----------|--------|--------|--------|--------|
| 99, trucks         30,158         8,046         6,105         8,125         7,882         36,959         9,448           stern Europe         2,825         713         731         770         611         2,413         593           1,384         367         1,420         1,667         1,745         6,731         2,152           1,388         367         225         391         405         1,328         489           1,388         367         225         391         405         1,328         489           1,388         367         225         391         405         1,328         489           1,388         367         225         391         405         1,328         489           1,388         367         6,353         8,205         7,986         38,476         10,882           1,489         452         6,35         8,205         7,986         38,476         10,882           1,489         452         607         771         644         3,489         1,506           1,489         452         607         771         644         3,480         1,506           1,522         143         356   | er bookings, trucks    | Full year | Ω4     | Q3    | Ω2     | ρ      | Full year | 8      | O3     | 05     | ō      |
| stern Europe 2,825 713 731 770 611 2,413 593 9,448 (125 2,825 713 731 770 611 2,413 593 8,448 (125 1,420 1,400 1,657 1,745 6,731 2,152 1,328 367 225 391 405 11,554 51,056 13,469 1 1,388 367 225 391 405 11,554 51,056 13,469 1 1,388 367 225 391 405 11,554 51,056 13,469 1 1,489 452 6,353 8,205 7,986 38,476 10,882 2,994 972 607 771 644 3,438 1,506 1,489 452 326 394 317 1,399 1,399 11,909 6,777 2,163 3,438 1,506 1,489 452 326 339 10,893 52,318 15,807 1 1,552 143 356 637 386 1,813 10,893 52,318 15,807 1 1,552 143 356 637 386 1,825 481 1,507 1,509 6,787 3,488 1,506 1,667 670 372 386 239 1,904 709 1,552 143 356 637 386 1,813 1,904 709 1,552 143 356 378 1,417 1,023 4,509 1,376 644 1,814 1,048 1,417 1,023 4,509 1,376 644 1,814 1,048 1,417 1,023 4,509 1,376 644 1,814 1,048 1,417 1,023 4,509 1,376 644 1,814 1,048 1,417 1,043 598 1,895 1,895 1,396 |                        |           |        |       |        |        |           |        |        |        |        |
| stern Europe         2,825         713         731         770         611         2,413         593           6,222         1,420         1,400         1,657         1,745         6,731         2,152           3,324         975         478         960         911         3,625         787           1,386         367         225         391         405         1,328         489           43,917         11,521         8,939         11,903         11,554         51,056         13,469         1           stern         30,416         7,872         6,353         8,205         7,986         38,476         10,882           stern Europe         2,579         964         526         652         437         2,287         878           stern Europe         2,579         964         526         652         437         2,163         13,69           stern Europe         2,579         964         526         652         437         2,163         13,60           stern Europe         2,579         964         526         652         437         2,163         15,06           1,489         452         326         324  | tern Europe            | 30,158    | 8,046  | 6,105 | 8,125  | 7,882  | 36,959    | 9,448  | 7,559  | 9,730  | 10,222 |
| 6,222 1,420 1,400 1,657 1,745 6,731 2,152 3,324 975 478 960 911 3,625 787 1,388 367 225 391 405 1,328 489 489 43,917 11,521 8,939 11,903 11,554 51,056 13,469 1 1,328 489 2,594 972 6,353 8,205 7,986 38,476 10,882 2,994 972 607 771 644 3,438 1,506 1,489 452 326 437 2,287 878 1,506 2,994 972 607 771 644 3,438 1,506 1,489 452 326 334 317 1,340 378 1,340 378 1,567 1,667 670 372 86 239 1,340 378 1,807 1 1,667 670 372 86 239 1,376 1,825 481 1,1667 670 372 86 239 1,376 1,825 481 1,1667 670 372 86 239 1,376 1,825 481 1,1667 670 372 86 239 1,376 684 1,417 1,023 4,509 1,376 684 1,595 378 356 837 842 285 1,843 598 1,596 1,396 1,369 1,376 1,396 1, | ral and eastern Europe | 2,825     | 713    | 731   | 770    | 611    | 2,413     | 593    | 622    | 736    | 462    |
| 3,324 975 478 960 911 3,625 787  1,386 367 225 391 405 1,328 489  43,917 11,521 8,939 11,903 11,554 51,056 13,469 11  ed  30,416 7,872 6,353 8,205 7,986 38,476 10,882  2,594 972 607 771 644 3,438 1,506  1,489 452 326 652 437 2,287 878  6,181 1,507 1,354 1,811 1,509 6,777 2,163  2,994 972 607 771 644 3,438 1,506  1,489 452 326 394 317 1,340 378  43,659 11,767 9,166 11,833 10,893 52,318 15,807 1  1,522 143 501 320 394 398 1,904 709 1,867  1,522 143 356 637 386 1,825 481  1,522 143 14 1,048 1,417 1,023 4,509 1,376  ed  1,828 563 336 535 374 1,023 4,509 1,376  1,549 458 314 302 175 898  1,549 458 314 302 175 156  1,549 458 314 302 175 156  1,549 458 314 302 175 156  1,549 458 314 302 175 156   | , America              | 6,222     | 1,420  | 1,400 | 1,657  | 1,745  | 6,731     | 2,152  | 1,413  | 1,703  | 1,463  |
| red         43917         11,521         8,939         11,903         11,554         51,056         13,469         1           red         30,416         7,872         6,353         8,205         7,986         38,476         10,882           stern Europe         2,579         964         526         652         437         2,287         878           2,994         972         607         771         644         3,438         1,506           1,489         452         326         394         317         1,340         378           43,659         11,767         9,166         11,833         10,893         52,318         15,807         1           gs, buses           1,613         501         320         394         317         1,340         378           1,522         143         366         637         386         1,904         709           1,522         143         356         637         386         1,825         481           1,667         670         372         386         239         780         1,86           ed         1,828         356         538         374         4,50  |                        | 3,324     | 975    | 478   | 096    | 911    | 3,625     | 787    | 1,202  | 941    | 695    |
| red         30,416         7,872         6,353         8,205         7,986         51,056         13,469         1           stern Europe         2,579         964         526         652         437         2,287         878           stern Europe         2,579         964         526         652         437         2,287         878           stern Europe         2,579         964         526         652         437         2,287         878           2,994         972         607         771         644         3,438         1,506           1,489         452         326         394         317         1,340         378           43,659         11,767         9,166         11,833         10,893         52,318         15,807         1           gs, buses           1,512         17,67         9,166         11,833         10,893         52,318         15,807         1           1,522         143         356         637         386         1,904         709         1,807           1,524         1,314         1,0123         4,509         1,376         1,376   | r markets              | 1,388     | 367    | 225   | 391    | 405    | 1,328     | 489    | 226    | 253    | 360    |
| red 30,416 7,872 6,353 8,205 7,986 38,476 10,882 stern Europe 2,579 964 526 652 437 2,287 878 6,181 1,507 1,354 1,811 1,509 6,777 2,163 2,994 972 607 1,354 1,811 1,509 6,777 2,163 1,489 452 326 394 317 1,340 378 1,522 11,767 9,166 11,833 10,893 52,318 15,807 1 1,522 143 356 637 386 1,825 481 1,522 143 356 637 386 1,825 481 1,522 143 356 637 386 1,825 481 1,552 1,314 1,048 1,417 1,023 4,509 1,376 4,802 1,314 1,048 1,417 1,023 4,509 1,376 1,595 378 508 424 285 1,843 598 1,249 458 314 302 175 629 158   |                        | 43,917    | 11,521 | 8,939 | 11,903 | 11,554 | 51,056    | 13,469 | 11,022 | 13,363 | 13,202 |
| stern Europe 2,579 964 526 652 437 2,287 878   6,181 1,507 1,354 1,811 1,509 6,777 2,163   2,994 972 607 771 644 3,438 1,506   1,489 452 326 394 317 1,340 378   43,659 11,767 9,166 11,833 10,893 52,318 15,807 1   1,522 143 356 637 386 1,825 481   1,667 670 372 386 1,904 709 186   1,667 670 372 386 1,904 709 186   1,522 143 356 637 386 1,825 481   1,552 143 356 837 386 1,825 481   1,559 378 508 424 285 1,843 598 1,702 513   1,595 378 508 424 285 1,843 598 1,843 598 1,249 457 1,300 1,78 1,269 1,78    1,549 458 314 302 175 629 158  | ks delivered           |           |        |       |        |        |           |        |        |        |        |
| ed         2,579         964         526         652         437         2,287         878           6,181         1,507         1,354         1,811         1,509         6,777         2,163           2,994         972         607         771         644         3,438         1,506           1,489         452         326         394         317         1,349         378           43,659         11,767         9,166         11,833         10,893         52,318         15,807         1           gs, buses           1,613         501         320         394         398         1,904         709           1,522         143         356         637         386         1,825         481           1,667         670         372         386         239         780         186           4,802         1,314         1,048         1,417         1,023         4,509         1,376           1,528         563         374         285         374         1,702         513           1,249         458         314         302         175         4174  | tern Europe            | 30,416    | 7,872  | 6,353 | 8,205  | 7,986  | 38,476    | 10,882 | 7,972  | 6,997  | 9,625  |
| 6,181       1,507       1,354       1,811       1,509       6,777       2,163         2,994       972       607       771       644       3,438       1,506         1,489       452       326       394       317       1,340       378         43,659       11,767       9,166       11,833       10,893       52,318       15,807       1         gs, buses         1,613       501       320       394       398       1,904       709         1,522       143       356       637       386       1,825       481         1,667       670       372       386       239       780       186         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed         1,828       568       424       285       1,702       513         1,249       458       314       302       175       629       158         1,249       458       314       361       474       474       474       474       474   | ral and eastern Europe | 2,579     | 964    | 526   | 652    | 437    | 2,287     | 878    | 525    | 535    | 349    |
| 2,994       972       607       771       644       3,438       1,506         1,489       452       326       394       317       1,340       378         43,659       11,767       9,166       11,833       10,893       52,318       15,807       1         gs, buses         1,613       501       320       394       398       1,904       709         1,522       143       356       637       386       1,825       481         1,667       670       372       386       1,825       481         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed         1,828       563       374       1,702       513         1,249       458       314       302       175       629       158         1,249       458       314       302       175       4174       1269   | ) America              | 6,181     | 1,507  | 1,354 | 1,811  | 1,509  | 6,777     | 2,163  | 1,592  | 1,709  | 1,313  |
| gs, buses       1,489       452       326       394       317       1,340       378         gs, buses       1,613       501       320       394       398       1,904       709         1,522       143       356       637       386       1,825       481         1,667       670       372       386       239       780       186         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed       1,828       563       356       535       374       1,702       513         1,829       378       563       424       285       1,843       598         1,249       457       430       478       454       285       1,843       598   |                        | 2,994     | 972    | 607   | 777    | 644    | 3,438     | 1,506  | 516    | 949    | 467    |
| gs, buses       43,659       11,767       9,166       11,833       10,893       52,318       15,807       10,100         gs, buses         1,613       501       320       394       398       1,904       709       709         1,522       143       356       637       386       1,825       481         1,667       670       372       386       239       780       186         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed         1,828       356       535       374       1,702       513         1,843       508       424       285       1,843       598         1,249       458       314       302       175       4174       1,669   | r markets              | 1,489     | 452    | 326   | 394    | 317    | 1,340     | 378    | 295    | 367    | 300    |
| gs, buses         1,613       501       320       394       398       1,904       709         1,522       143       356       637       386       1,825       481         1,667       670       372       386       239       780       186         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed       1,828       563       356       535       374       1,702       513         1,595       378       508       424       285       1,843       598         1,249       458       314       302       175       629       158         4,573       1,300       1,178       1,261       834       4,174       1,269   |                        | 43,659    | 11,767 | 9,166 | 11,833 | 10,893 | 52,318    | 15,807 | 10,900 | 13,557 | 12,054 |
| 1,613       501       320       394       398       1,904       709         1,522       143       356       637       386       1,825       481         1,667       670       372       386       239       780       186         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed       1,828       563       356       535       374       1,702       513         1,595       378       508       424       285       1,843       598         1,249       458       314       302       175       629       1569  | er bookings, buses     |           |        |       |        |        |           |        |        |        |        |
| 1,522       143       356       637       386       239       1,825       481         1,667       670       372       386       239       780       186         4,802       1,314       1,048       1,417       1,023       4,509       1,376         ed       1,828       563       356       535       374       1,702       513         1,595       378       508       424       285       1,843       598         1,249       458       314       302       175       629       158         4,573       1,304       1,78       1,261       834       4,174       1,269  | - ed                   | 1,613     | 501    | 320   | 394    | 398    | 1,904     | 709    | 403    | 381    | 411    |
| ed 1,828 563 572 386 239 780 186 186 1,376 186 1,376 1,376 1,023 1,376 1,376 1,828 563 356 535 374 1,702 513 1,595 378 508 424 285 1,843 598 1,249 458 314 302 175 629 158 1,249 458 1,78 1,261 834 4,174 1,269  | America                | 1,522     | 143    | 356   | 637    | 386    | 1,825     | 481    | 393    | 573    | 378    |
| ed 1,314 1,048 1,417 1,023 4,509 1,376 1,828 563 356 535 374 1,702 513 1,595 378 508 424 285 1,843 598 1,249 458 314 302 175 629 158   | r markets              | 1,667     | 929    | 372   | 386    | 239    | 780       | 186    | 143    | 228    | 223    |
| ed 1,828 563 356 535 374 1,702 513 1,595 378 508 424 285 1,843 598 1,249 458 314 302 175 629 158 1,249 458 1,78 1,261 834 4,174 1,269  |                        | 4,802     | 1,314  | 1,048 | 1,417  | 1,023  | 4,509     | 1,376  | 626    | 1,182  | 1,012  |
| 1,828     563     356     535     374     1,702     513       1,595     378     508     424     285     1,843     598       1,249     458     314     302     175     629     158       4573     1309     1178     1261     834     4174     1269  | es delivered           |           |        |       |        |        |           |        |        |        |        |
| 1,595         378         508         424         285         1,843         598           1,249         458         314         302         175         629         158           4,573         1,300         1,178         1,261         834         4,174         1,269  | ed                     | 1,828     | 563    | 356   | 535    | 374    | 1,702     | 513    | 292    | 451    | 446    |
| 1,249 458 314 302 175 629 158  | n America              | 1,595     | 378    | 208   | 424    | 285    | 1,843     | 598    | 456    | 421    | 368    |
| 7 273 1 300 1 178 1 261 834 4 174 1 269  | er markets             | 1,249     | 458    | 314   | 305    | 175    | 629       | 158    | 121    | 212    | 138    |
| 001, 11,1  |                        | 4,672     | 1,399  | 1,178 | 1,261  | 834    | 4,174     | 1,269  | 869    | 1,084  | 952    |

veries of industrial and marine engines totalled 4,672 (3,303) units during 2001.

Balance sheet

With customer finance operations reported according to the equity accounting method

| Amounts in SEK m.                                   |            |        | 2001   |        |        | 2000   |
|---|------------|--------|--------|--------|--------|--------|
| unless otherwise stated                             | USD m.*    | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
| ASSETS  |            |        |        |        |        |        |
| Intangible fixed assets                             | 128        | 1,364  | 1,267  | 1,083  | 1,199  | 545    |
| Tangible fixed assets                               | 2,409      | 25,695 | 26,265 | 25,803 | 25,043 | 21,949 |
| Shares and participations                           | 308        | 3,287  | 3,030  | 2,795  | 2,716  | 3,631  |
| Inventories   | <i>739</i> | 7,880  | 8,660  | 8,844  | 9,225  | 7,429  |
| Other receivables                                   | 1,033      | 11,016 | 11,865 | 12,298 | 11,612 | 12,147 |
| Interest-bearing receivables                        | 166        | 1,773  | 1,671  | 1,736  | 1,721  | 1,482  |
| Liquid investments                                  | 368        | 3,931  | 2,828  | 3,222  | 2,882  | 3,468  |
| Total assets <sup>12</sup>                          | 5,151      | 54,946 | 55,586 | 55,781 | 54,398 | 50,651 |
| SHAREHOLDERS' EQUITY AND LIABILITIES                |            |        |        |        |        |        |
| Shareholders' equity                                | 1,499      | 15,995 | 16,116 | 15,792 | 16,450 | 15,698 |
| Provisions for pensions                             | 196        | 2,087  | 2,010  | 1,937  | 1,921  | 1,925  |
| Other provisions                                    | 344        | 3,670  | 3,329  | 3,364  | 3,182  | 3,421  |
| Other liabilities                                   | 2,013      | 21,473 | 23,128 | 22,152 | 21,725 | 18,358 |
| Borrowings  | 1,099      | 11,721 | 11,003 | 12,536 | 11,120 | 11,249 |
| Total shareholders' equity and liabilities          | 5,151      | 54,946 | 55,586 | 55,781 | 54,398 | 50,651 |
| Net indebtedness, excluding provisions for pensions | 730        | 7,790  | 8,175  | 9,314  | 8,238  | 7,781  |
| Debt/equity ratio                                   |            | 0,49   | 0,51   | 0.59   | 0.50   | 0.50   |
| Equity per share, SEK                               | 7.50       | 80.00  | 80.60  | 78.95  | 82.25  | 78.50  |

<sup>&</sup>lt;sup>12</sup> The increase in the balance sheet total was a consequence of acquisitions as well as of the weakening of the Swedish krona. The balance sheet was also affected by changes in accounting principles. See page 6.

<sup>\*</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

# Balance sheet

| Customer | finance of | operations |
|----------|------------|------------|
|          |            |            |

| Amounts in SEK m.                          |           |        | 2001   |        |        | 2000   |
|--|-----------|--------|--------|--------|--------|--------|
| unless otherwise stated                    | USD m.*   | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
| ASSETS                                     |           |        |        |        |        |        |
| Lease assets                               | 927       | 9,894  | 10,146 | 9,865  | 9,644  | 7,208  |
| Financial receivables                      | 1,425     | 15,197 | 14,798 | 13,894 | 13,117 | 11,314 |
| Other assets                               | 93        | 987    | 670    | 739    | 516    | 691    |
| Cash and bank balances                     | 16        | 176    | 272    | 128    | 426    | 113    |
| Total assets                               | 2,461     | 26,254 | 25,886 | 24,626 | 23,703 | 19,326 |
| SHAREHOLDERS' EQUITY AND LIABILITIES       |           |        |        |        |        |        |
| Shareholders' equity                       | 234       | 2,492  | 2,260  | 2,064  | 1,967  | 1,594  |
| Borrowings                                 | 2,033     | 21,691 | 21,596 | 20,487 | 20,078 | 16,108 |
| Other liabilities and provisions           | 194       | 2,071  | 2,030  | 2,075  | 1,658  | 1,624  |
| Total shareholders' equity                 |           |        |        |        |        |        |
| and liabilities                            | 2,461     | 26,254 | 25,886 | 24,626 | 23,703 | 19,326 |
| Balance sheet                              |           |        |        |        |        |        |
| Including customer finance of              | perations |        |        |        |        |        |
| Amounts in SEK m.                          |           |        | 2001   |        |        | 2000   |
| unless otherwise stated                    | USD m.*   | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
| ASSETS                                     |           |        |        |        |        |        |
| Intangible fixed assets                    | 128       | 1,364  | 1,267  | 1,083  | 1,199  | 545    |
| Tangible fixed assets                      | 2,410     | 25,714 | 26,290 | 25,828 | 25,058 | 21,967 |
| Shares and participations                  | 74        | 795    | 770    | 732    | 750    | 2,037  |
| Inventories                                | 745       | 7,946  | 8,719  | 8,902  | 9,319  | 7,467  |
| Other receivables                          | 1,083     | 11,544 | 12,008 | 12,272 | 11,685 | 12,508 |
| Interest-bearing receivables               | 1,591     | 16,969 | 16,470 | 15,630 | 14,816 | 12,795 |
| Liquid investments                         | 385       | 4,107  | 3,100  | 3,350  | 3,307  | 3,581  |
| Total assets                               | 6,416     | 68,439 | 68,624 | 67,797 | 66,134 | 60,900 |
| SHAREHOLDERS' EQUITY AND LIABILITIES       |           |        |        |        |        |        |
| Shareholders' equity                       | 1,500     | 15,995 | 16,116 | 15,792 | 16,450 | 15,698 |
| Provisions for pensions                    | 196       | 2,092  | 2,014  | 1,941  | 1,922  | 1,929  |
| Other provisions                           | 429       | 4,575  | 4,137  | 4,124  | 3,892  | 4,071  |
| Other liabilities                          | 1,159     | 12,365 | 13,758 | 12,917 | 12,672 | 11,844 |
| Borrowings                                 | 3,132     | 33,412 | 32,599 | 33,023 | 31,198 | 27,358 |
| Total shareholders' equity and liabilities | 6,416     | 68,439 | 68,624 | 67,797 | 66,134 | 60,900 |
| Equity/assets ratio, %                     | 0,410     | 23.4   | 23.5   | 23.3   | 24.9   | 25.8   |
| =,   |           |        |        |        |        | 20.0   |

<sup>•</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

# Statement of changes in shareholders' equity

| Amounts in SEK m.                 |         |        |        |
|-----------------------------------|---------|--------|--------|
| unless otherwise stated           | USD m.* | 2001   | 2000   |
| Shareholders' equity, 1 January   | 1,472   | 15,698 | 13,548 |
| Translation differences           | 61      | 649    | 470    |
| Net income for the period         | 98      | 1,048  | 3,080  |
| Dividends to shareholders         | -131    | -1,400 | -1,400 |
| Shareholders' equity, 31 December | 1,500   | 15,995 | 15,698 |

<sup>•</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

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| tatement of cash flow  |                     |              |              |               |       |        |        |        |         |
|--|---------------------|--------------|--------------|---------------|-------|--------|--------|--------|---------|
| nounts in SEK m.   |                     |              |              |               |       | 2001   |        |        | 2000    |
| less otherwise stated  | USD m.*             | 2001         | 2000         | USD m.*       | 8     | တိ     | 02     | ā      | Ω       |
| sh from operating activities   | 279                 | 2,978        | 4,951        | 47            | 499   | 628    | 622    | 1,229  | 1,558   |
| nange in working capital etc.  | 178                 | 1,895        | -416         | 26            | 636   | 1,127  | 371    | -239   | -1,032. |
| sh flow from operating activities  | 457                 | 4,873        | 4,535        | 106           | 1,135 | 1,755  | 993    | 066    | 526     |
| t investments excluding acquisitions of  | į                   | 1            | 1            |               |       |        | !      |        |         |
| ompanies   | 9/1-                | 8/8/1-       | -1,521       | -48           | -516  | -464   | -479   | -419   | -413    |
| sh flow before acquisitions of   |                     |              |              |               |       |        |        |        |         |
| ompanies   | 281                 | 2,995        | 3,014        | 28            | 619   | 1,291  | 514    | 571    | 113     |
| et investment through acquisitions of  |                     |              |              |               |       |        |        |        |         |
| ompanies   | -87                 | -929         | -457         | <u>ن</u><br>ئ | -32   | T      | -27    | -829   | -424    |
| sh flow excluding customer   |                     |              |              |               |       |        |        |        |         |
| nance operations   | 194                 | 2,066        | 2,557        | 25            | 287   | 1,280  | 487    | -288   | -311    |
| pansion in customer finance operations <sup>13</sup>   | -228                | -2,428       | -2,444       | -72           | -767  | -416   | -503   | -742   | -528    |
| nange in net indebtedness including<br>Sustomer finance operations   | -34                 | -362         | 113          | - 17          | -180  | 864    | -16    | -1,030 | -839    |
| lange in indebtedness through  |                     |              |              |               |       |        |        |        |         |
| nancing activities   | 198                 | -2,119       | 2,020        | 114           | 1,219 | -1,098 | 1,387  | 611    | -368    |
| vidend to shareholders   | -131                | -1,400       | -1,400       | 0             | 0     | 0      | -1,400 | 0      | 0       |
| et change in liquid assets and short-term  | ,<br>,              | 357          | 733          | 70            | 1 039 | 734    | 96,    | 419    | -1 207  |
| ect of exchange rate fluctuations on liquid  | }                   |              | 3            | 5             | 2     | }      | ì      | 2      | 2       |
| ssets and short-term investments   | 16                  | 169          | 138          | 6.            | -32   | -16    | 72     | 145    | -10     |
| quid assets and short-term investments at  |                     |              |              |               |       |        |        |        |         |
| eginning of period   | 336                 | 3,581        | 2,710        | 291           | 3,100 | 3,350  | 3,307  | 3,581  | 4,798   |
| uid assets and short-term investments at   |                     |              |              |               |       |        |        |        |         |
| nd of period   | 382                 | 4,107        | 3,581        | 385           | 4,107 | 3,100  | 3,350  | 3,307  | 3,581   |
| tuding allocated acquisition value of the customer finance operations of Beers.<br>Bustated solety for the convenience of the reader at a closing exchange rate of SEK 10 6675 = 11SD 1 00 | s operations of Bee | of SFK 10 66 | 75 = USD 1 ( | ç             |       |        |        |        |         |

inslated solely for the convenience of the reader at a closing exchange rate of SEK 10.6675 = USD 1.00.

# SCANIA YEAR-END REPORT - JANUARY- DECEMBER 2001

# Number of employees

|                            | 2001   |        |        |        | 2000   |
|----------------------------|--------|--------|--------|--------|--------|
|                            | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
| Production companies       | 13,321 | 13,587 | 13,698 | 13,963 | 14,093 |
| Commercial companies       | 10,583 | 10,499 | 10,478 | 10,428 | 9,391  |
| European operations        | 23,904 | 24,086 | 24,176 | 24,391 | 23,484 |
| Latin American operations  | 4,199  | 4,269  | 4,246  | 4,160  | 3,688  |
| Customer finance companies | 239    | 235    | 230    | 219    | 194    |
| Total number of employees  | 28,342 | 28,590 | 28,652 | 28,770 | 27,366 |